

STEPS TO A SUCCESSFUL COLLABORATION... WHILE STILL PROTECTING YOUR ORGANIZATIONS INTERESTS

KATE MEECHAN, VOLUNTEER HAMPTON ROADS
MARION BRUNKEN, VOLUNTEER ALEXANDRIA

IN THE NEXT 90 MINUTES WE WILL

- Define Partnership and Collaboration
- Identify Examples of Collaborations
- Idea Scope a Collaboration for Your Organization
- Learn about the Steps for a Successful Collaboration
- Work Through the Steps with a Partner



PARTNERSHIP ACCORDING TO WEBSTER

PARTNERSHIP

- 1: the state of being a partner : PARTICIPATION *<scientists working in partnership with each other*
- 2a: a **legal** relation existing between two or more persons contractually associated as joint principals in a business *<began a legal partnership with his uncle>* b : the persons joined together in a partnership *<the partnership computes its net income ... in a manner similar to that of an individual — J. K. Lasser*
- 3: a relationship resembling a **legal** partnership and usually involving close cooperation between parties having specified and joint rights and responsibilities *<The band has maintained a successful partnership for 10 years.*

COLLABORATION ACCORDING TO WEBSTER

COLLABORATION

- 1: to work jointly with others or together especially in an intellectual endeavor <*An international team of scientists collaborated on the study*
- 3: to cooperate with an agency or instrumentality with which one is not immediately connected <*The two schools collaborate on library services*


... Per CENTER FOR NONPROFIT EXCELLENCE

- Collaboration is about working together for a common goal.
- Collective Impact is a multi pronged coordinated approach to complex issues that uses collaboration to affect change within a community.



**EVERY GROUP PROJECT IN
SCHOOL YOU HAVE EVER DONE**

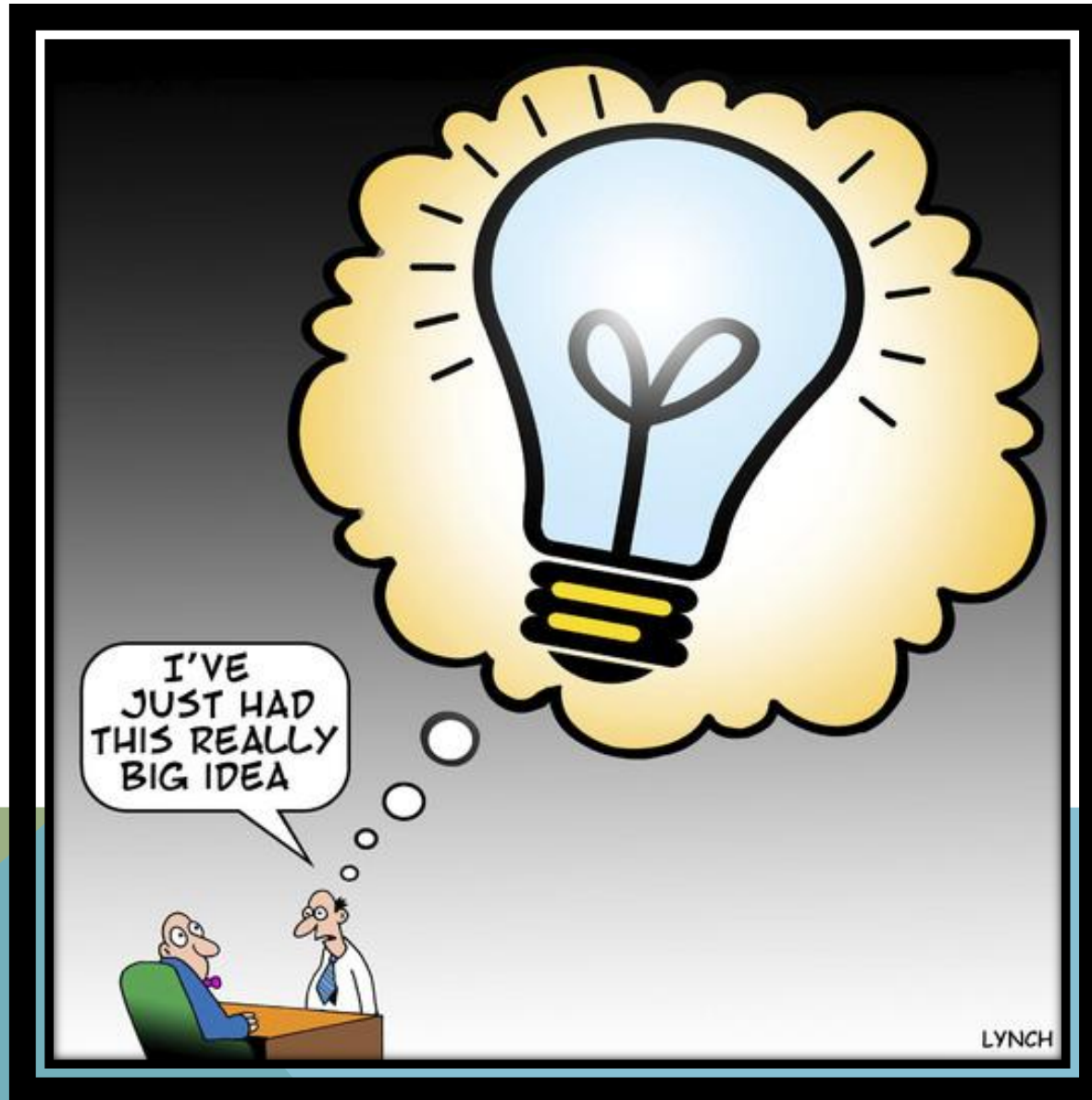
REASONS TO COLLABORATE/PARTNER

- Cut Costs
 - Efficiency
 - Ingenuity
 - Leadership Development
 - Advocacy
 - Expansion
- 


POTENTIAL COLLABORATORS

- Government
 - Public and private schools
 - Nonprofit organizations (associations, clubs, human service organizations, etc.)
 - Faith-based organizations
 - Businesses and Corporations
 - Community Groups
- 


IDEA SCOPING ACTIVITY




STEPS TO A SUCCESSFUL COLLABORATION

- Starts with an idea of an initiative, program, event
 - Define YOUR goals
 - Vision
 - Outcome/Impact
 - Publicity/visibility
 - \$
 - Expand pool of audience
 - Describe why creating a collaboration is needed to accomplish your goal
 - Seek organizations, businesses who have common goals
 - Talk about pros/cons collaborating with that potential organization
- 

STEPS TO A SUCCESSFUL COLLABORATION

- Identify a representative from your organization and other potential staff, volunteers assisting
 - Assemble the members and start outlining the vision and mission of this collaboration
 - State the objectives or goals, needed resources and relationships to accomplish your objectives, and key agents of change in the collaboration
 - Re-examine the group's membership in light of your vision, mission, and objectives
 - Describe potential barriers to your partnership's success and how you would overcome them
- 

STEPS TO A SUCCESSFUL COLLABORATION

- Identify what financial resources will be needed to support the group's activities and infrastructure
 - Describe how the coalition will function as an organization and how responsibilities will be shared among partner organizations
 - Describe the structure the collaborative partnership will use to do its work
 - Governing structure for decision making
 - Rules by which everyone will operate
 - A planned distribution of work
 - Are sub-committees needed
 - Create document with clear roles, responsibilities, expectations, and deadlines
- 

ACTIVITY 2

- Find a partner next to you – pick one of your ideas to work on.
- Review your Idea Scoping activity and walk through the steps to collaboration with one of your chosen Proposed Collaboratives

POTENTIAL COLLABORATORS

- Government
 - Public and private schools
 - Nonprofit organizations (associations, clubs, human service organizations, etc.)
 - Faith-based organizations
 - Businesses and Corporations
 - Community Groups
- 

STEPS TO A SUCCESSFUL COLLABORATION

- Describe how the group will maintain momentum and foster renewal if needed
 - Indicate how the group will assure the 6 R's for maintaining engagement of all participants (according to the Community Tool Box)
 - Recognition
 - Respect
 - Role
 - Relationships
 - Reward
 - Results

STEPS TO A SUCCESSFUL COLLABORATION

- Conduct regular meetings to check in and cover the following:
 - Leadership
 - Operating rules and governance
 - Division of labor
 - Plans, short- and long-term
 - Actions
 - Funding, current and planned
 - Visibility and public support

STEPS TO A SUCCESSFUL COLLABORATION

- Describe potential barriers or opposition to your collaboration's success and strategies to overcome them
- Revisit your plan to identify and recruit new or additional members
- When maintaining the coalition at its current level is no longer appropriate or feasible, consider other alternatives
 - Growing
 - Spin off another coalition
 - Change focus
 - Merge with another, like-minded organization
 - Cut back
 - Simply dissolve the coalition



QUESTIONS?

SAMPLE COLLAB AGREEMENT:

[HTTP://CTBR.HUNTER.CUNY.EDU/SITES/DEFAULT/FILES/COLLABORATION_AGREEMENT_FORM.PDF](http://CTBR.HUNTER.CUNY.EDU/SITES/DEFAULT/FILES/COLLABORATION_AGREEMENT_FORM.PDF)

THANK YOU...

Kate Meechan, VOLUNTEER Hampton Roads

kmeechan@volunteerhr.org

Marion Brunken, Volunteer Alexandria

mbrunken@volunteeralexandria.org

